DEVELOPMENT OF TRUCK BUSINESS

Motor Industry in Rural Territory Has an Important Effect on Marketing Costs.

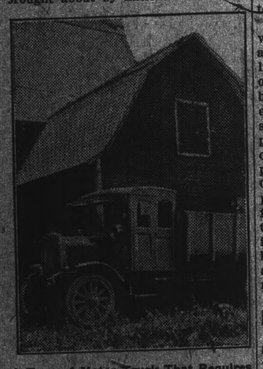
WAR BROUGHT ABOUT CRISIS

Conditions Precipitated Action by Creating Demand for Transportation Facilities of All Kinds—Difference in Plans.

Three general causes have contributed to the exploitation of the motor truck industry in rural territory—an industry which has an important effect on farm-marketing costs. These causes are: (1) the growth of our larger cities and the consequent development of near-by producing areas to provide for part of the food needs of these cities; (2) the failure of the railroads to keep pace with the expansion of their short-haul business; (3) the development of the motor truck manufacturing interests and the consequent extension of their sales campaigns.

Crisis in Transportation.

The crisis in the transportation field, brought about by national war emer-



A Type of Motor Truck That Requires Skill for Most Efficient Operation.

gency, afforded stimulus to the development of rural motor transportation more powerful than any other general influence. Doubtless the motor truck, in any event, would have established itself as a factor in the rural field, but ordinarily this would have been a slow process, involving the many preliminary steps. War conditions precipitated action by creating a very unusual demand for transportation facilities of all kinds. It has been necessary only to develop the opportunity. Such development necessitates or presupposes a certain familiarity with the problem as a whole. That such familiarity did not exist among those interested in developing rural motor routes was shown by preliminary investigations, initiated by the bureau of markets, United States department of agriculture. An attempt was made more than a year ago to conduct a general preliminary survey of rural motor routes established or in process of establishment. The purpose was to secure basic information regarding the desirability of establishing such routes, the methods undertaken by the beginners in this field, and the measure of success which had been attained during the early period of operation.

Truck Is Newcomer.

The information collected shows considerable differences in the plans adopted by the average inexperienced operator. The word "inexperienced" is used advisedly in view of the fact that the motor truck is a comparative newcomer in the field of transportation and there has not yet been time for many of the important preliminary problems to be worked out and a general understanding of possibilities secured. The results of the department's investigations in this field have been compiled in a bulletin, "Motor Transportation for Rural Districts," which will be sent on request. Address United States department of agriculture, Washington, D. C.

MOVIE ATTRACTION IS NEW

Series of Pictures and Stereopticon Slides to Be Used to Boost "Better Sires."

The department of agriculture is preparing a series of motion pictures and stereopticon slides for use in the "Better Sires" campaign. The interest aroused among the breeders of the United States is taking the form of requests upon the department of agriculture for information which, it is hoped, the film feature will be able to satisfy. It is probable that the motion pictures will be ready for issue next fall.

RAPE IS ESPECIALLY USEFUL

If Not Pastured Down Too Close Crop Will Grow Until Fall—Withstands Hot Weather.

Rape seeded early will grow until fall if not pastured down to less than four or five leaves to the plant. The crop is especially useful during the hot, dry months. It will grow until heavy frosts come and may be pastured from early June to the middle of November, or about six months.

Care of Trees on Arrival.

Examine your trees as soon as they arrive and see that they are free from disease and insects. It is best to set them out at once, but if for any reason this cannot be done, heel them in.

Care and Cultivation.

Young trees require the best of care and cultivation. Practice frequent cultivation during the summer, and plant a catch crop in July or early August.

Keep Rich Soil Working.

The best gardeners keep all of their rich soil working to its limit from early spring till late fall. As soon as one crop matures and is removed another is quickly planted to take its place.

Feeding Little Ducks.

Little ducks should not be fed until they are from 24 to 36 hours old, when they may be given equal parts of rolled oats and bread crumbs with 3 per cent of sharp sand mixed in the feed.

MARKET INFLUENCED LARGELY BY SUPPLY

Lowest Prices Prevail After the Heaviest Shipments.

With Decreasing Stocks Prices Advance, Sometimes Recovering Much of Early Decline—Careful Study Will Assist.

The man engaged in either selling or buying perishable produce will do well to familiarize himself with the usual course of the market in such lines during a season. The natural market course, according to marketing experts of the United States department of agriculture, is somewhat as follows:

It starts high with active movement even for inferior stock because the demand has the sharp edge of novelty and appetite. The price gradually declines and poor stock becomes harder to sell as the supply increases. Lowest prices arrive soon after the heaviest shipments begin, and a glut may occur, especially if many sections are shipping at once and there is much poor stock. Then, with a decreasing supply, prices advance, sometimes recovering much of the early decline, but usually not reaching the opening prices because demand is far less keen at the end of a long season. If the last of the shipments are inferior, as happens frequently with many perishable crops, the season may close at or near bottom prices.

The common or natural market developments do not always take place as might be expected. Quite frequently superior quality of the main crop or absence of general competition will bring higher prices in mid season. Unexpected shortage may cause the reserve stock in storage to sell at high prices at the close of the season, especially the less perishable crops like potatoes, onions, apples, cabbage, etc. Careful study of crop, shortage, supply, and shipment should enable a fairly good judgment to be made of the outcome. However, quickly perishable short season crops like strawberries or melons are very irregular, and so it is difficult to form a reliable market judgment of them.

BEAUTIFY FARM HOME YARDS

Shrubbery, Flower Beds and Good Lawn Involve Comparatively Small Amount of Labor.

The dwelling is the headquarters of the farm business. Chores are done before breakfast and often after supper, the stock need close attention, certain farm seeds are kept in the house, the hired man may sleep there, and the women folks take care of the poultry; thus it is almost essential that the house be reasonably close to the other buildings.

The value of the house constitutes an important part of the real estate value of the farm, says the United States department of agriculture. On the higher-priced corn-belt farms and the low-priced cotton-belt farms the value of the dwelling represents from

Modest Farm Home Showing Simple and Effective Beautification by Inexpensive Planting.

5 to 15 per cent of the real estate value of the farm, while in the eastern part of the United States this percentage is more commonly 20 per cent or over.

The beautifying of the yard by shrubbery, flower beds, and a good lawn involves the occasional use of manure, the introduction of fertile soil, the use of a team and of small farm tools, all of which are available on the average farm.

PUREBREDS NEEDED AT HOME

Wisconsin Bank Offers to Advance Money to Customers Who Wish to Purchase Holsteins.

The Better-Sires campaign conducted by various states in co-operation with the bureau of animal industry, United States department of agriculture, is developing the fact that bank credit is as available to the progressive live stock farmer as to the progressive business man of the city.

A letter received by the bureau of animal industry reports the following announcement published by a Wisconsin bank to its farmer patrons:

"Why not keep some of those pure-bred Holsteins at home? Many fine animals will be sold at the first annual sale of the Brown County Holstein Breeders' association to be held in the Brown county fair grounds West De Pere, Wis. The ——bank is ready to stand back of any of its customers who wish to purchase some of the stock to be offered for sale and who do not feel able at present to carry the investment. Call at the bank, and the accomodation can be easily arranged."

Fight Asparagus Slugs.

If a late brood of asparagus slugs appear spray with the paris green solution—one tablespoonful of paris green mixed in two gallons of water.

Less Vegetables Grown.

Fewer vegetables than usual are being planted by the market gardeners this year on account of labor conditions.

Care for Garden Crops.

Keep garden crops free from weeds and well tilled these days.

Best Annual Legume.

The best annual legume for medium to light soil is the soybean. It yields best on fertile soils, yet yields on light soils where other legumes fail to catch.

Soil for Soy Bean.

Soybeans are just a common crop for common people. It is not necessary to have a soil free from acid for good yields.

Demand Exceeds Supply.

The demand for carpet grass seed is far in excess of the supply.

IMPROVED UNIFORM INTERNATIONAL

SUNDAY SCHOOL LESSON

(By REV. P. B. FITZWATER, D. D., Teacher of English Bible in the Moody Bible Institute of Chicago.)
(Copyright, 1920, Western Newspaper Union.)

LESSON FOR JULY 11

JONATHAN BEFRIENDS DAVID.

LESSON TEXT—I Sam. 20.

GOLDEN TEXT—A friend loveth at all times; and a brother is born for adversity.—Prov. 17:17.

ADDITIONAL MATERIAL—I Sam. 18: 1-4, 17-30; 19:1-24.

PRIMARY TOPIC—A Story of Two Friends.

JUNIOR TOPIC—David and His Friend.

INTERMEDIATE AND SENIOR TOPIC—Friendships That Are Worth While.

YOUNG PEOPLE AND ADULT TOPIC—Friendship: What It Is and What It Does.

The friendship between Jonathan and David is peculiar in that it occurred between two men of rival worldly interests. Jonathan was the crown prince, the heir to the throne. David was the heir according to divine choice and arrangement. Jonathan knew this and magnanimously waived his natural personal rights to the one whom he knew that God had chosen.

Following the interview of Saul and David after the victory over Goliath Jonathan's soul was knit with that of David. He loved him as his own soul. While there was mutual love, yet this pleasing trait stands out more in Jonathan than in David, because it meant great loss to him—the loss of the throne, but immense gain to David—the acquisition of the throne to which he had no natural right. The genuine friendship was shown:

I. By Giving to David His Court Robe and Equipment (18:4).

These belonged to Jonathan as the crown prince. Following the love-covenant between them (18:3) Jonathan stripped himself of these and gave them to David. This act was virtual abdication in favor of David. "Love seeketh not her own" (I Cor. 13:5).

II. By Defending David Against the Frenzy of Saul (I Sam. 19:1-6).

According to oriental custom, the women met David and his soldiers as they were returning from their victory over the Philistines, and with singing and dancing they ascribed more praise to David than to Saul. This stirred up the murderous envy of Saul and moved him to thrice attempt to kill David. In his third attempt Jonathan defended David before his father and evoked from him the oath that David should not be slain (19:6). Thus he exposed himself to the anger of his infuriated father, for David's sake. When one is willing to lay down his life for another he proves that his friendship is real. "Greater love hath no man than this that a man lay down his life for his friends" (John 15:13).

III. By Revealing to David Saul's Murderous Intent (I Sam. 20:30-40).

The beginning of a new moon was celebrated by sacrifices and feasting, at which all the members of the family were expected to be present (v. 5). David's excuse for absence was to go home to attend the yearly sacrifice of the entire family. This annual feast was more important than the monthly feast.

Matters were now so serious that they renewed the covenant between themselves. In its renewal the terms were projected beyond the life of Jonathan (vv. 14, 15). Saul's anger was now so fierce that for Jonathan to be found in company with David was a dangerous thing, so he cleverly plans to give David a sign by which he could know Saul's purpose. We prove our friendship by warning those who are exposed to danger. David's heart responded to Jonathan's love by pledging himself to deal faithfully with Jonathan and his seed forever. Later history proves that this was faithfully carried out (II Sam. 9:7, 8).

Some Observations on Friendship:

1. Friendships should be made while the parties are young—while the hearts are capable of being knit together.

2. Real friends are few; therefore be careful in the formation of the ties of friendship. Friends should be selected. We should love everybody, but we can have but few friends.

3. There should be some variations in the temperaments in those who would be friends. Friendships should be formed for the purpose of mutually helping each other. Both parties, however, must possess real merit.

4. Both parties must be God-fearing. David and Jonathan both recognized their obligation to the Lord and that his help was essential to the welfare of both. Without a deep religious life there can be no friendship. There are times when one party must absolutely renounce his interests in behalf of the other. Genuine love is the basis of all friendship.

Battle of Life.

The Christian life is no easy go-as-you-please tournament. It is a race, it is a fight; there is ground to be covered, there are enemies to face, which will call for all our forces of mind and soul and body. Self-discipline becomes one of the main factors in securing this success—to have the mind under control, the thoughts in leash, the desires held back, and every purpose pressed into the pursuit of the soul.

Value of a Friend.

It is not seeing one's friends, having them within reach, hearing of and from them, which makes them ours. Many a one has all that, and yet has nothing. It is the believing in them, the depending on them, assured that they are good and true to the core, and therefore could not but be good and true toward everybody else, ourselves included.

Vanity.

If vanity does not entirely overthrow the virtues, at least, it makes them all totter.—Rochefoucauld.

Good Impulses.

Few good impulses live long unless they are put to work.

The Glory of Life.

To do the things that can't be done is the glory of life.

Greatest Losses.

The greatest losses are the losses we never observe.

Being Rich or Poor.

We are as rich or as poor as our minds make us.

Character.

Character is a growth from the soil of purpose.

THE MARKETS

BALTIMORE.—Wheat — September, $2.83½; August, No. 2 red winter, $2.92; September, $2.85.

Cob corn is quotable at $9.25 to $9.50 per barrel for carloads prime nearby yellow on spot.

Corn—Domestic yellow corn, No. 2 or better, $1.98.

Oats—No. 2 white, $1.36; No. 3 white, $1.35.

Rye—No. 2 Western export, spot, $2.36; bag nearby rye, as to quality, $1.90@2.20.

Hay—No. 1 timothy (nominal), $45; standard timothy (nominal), $44@44.50; No. 2 timothy, $43@43.50; No. 3 timothy, $37@41; No. 1 light clover mixed, $41@42; No. 2 light clover mixed, $38@40; No. 1 clover mixed, $40@40.50; No. 2 clover mixed, $35@38; sample hay, $20@32.

Straw—No. 1 straight rye, $20; No. 2 straight rye, $17@18; No. 1 tangled rye, $15; No. 2 tangled rye, $14@14.50; No. 1 wheat, $12@13; No. 2 wheat, $10@11; No. 1 oat (nominal), $16; No. 2 oat, $15@15.50.

Butter—Creamery, Western separator, extra, 59@60; do, firsts, 57@58; Western prints, ½-pound, extras, 60@61; do, firsts, 58@59; do, 1-pound, extras, 60@61; do, firsts, 58@59; nearby creamery, extras, 48@50; do, 46@47; dairy prints, Maryland, Pennsylvania and Virginia, extras, 43@44; do, firsts, 42@43; storepacked, firsts, 42½@43.

Eggs—Western Maryland and Pennsylvania nearby, firsts, 43; Eastern Shore, Maryland and Virginia, firsts, 43; Western (Ohio), firsts, 43; West Virginia, firsts, 42; Southern (North Carolina), firsts, 41.

Live Poultry—Chickens, spring, under 1½ pounds, pound, 55@60c; do, spring, 1¼@1½ pounds, pound, 60@65; do, spring, 1¾ and 2 pounds, pound, 68@70; do, old roosters, pound, 20@21; do, old hens, pound, over 4 pounds, 38@39; do, do, small, pound, 37@38; do, white leghorns hens, pound, 37@38; do, young white leghorns, pound, 45@60; ducks, muscovy and mongrel, pound, old, 27@28; do, white pekins, pound, 28@30; do, spring, pound, 4 pounds and over, 40; do, do, smaller, poor, 30@35; pigeons, pair, old, 45; do, young, 45.

Potatoes—White, new, York River, barrel, $10.50@11; do, new, Norfolk, No. 1, barrel, $11@11.50; do, new, Norfolk, No. 2, barrel, $5@6; do, new, Rappahannock, No. 1, barrel, $10@11.

NEW YORK.—Wheat—Spot easier; No. 2 red and No. 2 hard, $2.92; and No. 2 mixed durum, 2.90 c. i. f. track New York export.

Corn—Spot weaker; No. 2 yellow, $1.95¾, cost and freight, New York, five-day shipment.

Oats—Spot easy; No. 1 white nominal; No. 2, $1.21@1.32.

Butter — Tubs; creamery, higher than extras, 59¼@60c; creamery, extras (92 score), 58¼@59; creamery, firsts (88 to 91 score), 53@58; packing stock, current make, No. 1, 42@42½.

Eggs—Fresh gathered, extra firsts, 47@48; fresh gathered, firsts, 42@46; State, Pennsylvania and nearby Western hennery whites, firsts to extras, 55@60; State, Pennsylvania and nearby Western hennery browns, extras, 53@56; State, Pennsylvania and nearby gathered browns and mixed colors, firsts to extras, 43@51.

Cheese—State, whole milk, flats, current make, white and colored specials, 27½@28½; do average run, 26@27; state whole milk twins, current make specials, 27¼@27¾; do average run 26@26¾.

Live Poultry—Broilers, by express, 45@67c; dressed poultry quiet; fowls, fresh, 28@42.

LIVE STOCK

CHICAGO.—Cattle—Bulk, $13@16; most butcher cows, $7@10.50; canners fairly steady; bulk, $4.25@4.75; bulk, bologna bulls, $6.25@7.15; veal calves, 25@50c lower than yesterday morning.

Hogs—Opened 10@20c higher, closed steady to 10c; lower than yesterday; one load, $16.75, out of line; possible top early, $16.60; late, $16.35.

Sheep—Spots, $1.50 and more down; prime Idaho lambs, $16.50; top native lambs, $16; bulk, better grades, $14.50@15.50; cull lambs, $8@9; native ewes, mostly $6@6.50, and breeding ewes, $6@9.50.

NEW YORK.—Beeves—Common to prime steers, $11@16.50; bulls, $6.50@12.50; cows, $3@11.50.

Calves—Veals, $12@17.75; culls, $9@12; skim milk calves, $6@8; fed calves, $8.50@9.

Sheep and Lambs—Sheep, $6@9; culls, $4@5; lambs, $14@18; culls, $11@12.

Hogs—Light to medium weights, $17; heavy hogs, $16.25@16.50; pigs, $15.75@16; roughs, $13.

PITTSBURGH — Cattle — Prime, $16.50@17.50; veal calves, $16@17.

Sheep—Prime wethers, $10@10.50; culls and common, $3@5.50; lambs, $12@17.

Hogs—Prime heavies, $16.50@16.75; mediums and heavy yorkers, $17.25@18; light yorkers, $16.25@16.75; pigs, $15.50@16; roughs, $11@13.50.

Sheep—Prime Wethers, $10@10.50; culls and common, $3@5.50; lambs, $12@17.

KANSAS CITY, MO.—Cattle—Beef steers steady to 25c lower; early top, $16.25; bulk, $11.75@15; around 1,800 quarantine cattle; no sale; butcher stock steady; bulk, $6.50@9.50; good canners mostly $4; veal calves weak to 50c lower; bulk, $10.50@11.50; top, $12.50; all other classes weak.

Hogs—Generally 25@40c higher; top, $16@15; bulk, heavy and medium, $15.90@16.10; bulk, light.

BIG PROBLEM FOR DAIRYMEN

Must Know How to Produce High Grade of Butter That Will Sell for Better Prices.

The problem before the dairyman is how to produce a better grade of cream—a cream that will make a better grade of butter, that will sell for a higher price, that will be used in larger quantities, and ultimately bring more satisfactory returns to the manufacturer and producer alike.

CAP and BELLS

HO, HUM!

"It says here that the world is not revolving as fast as it did 10,000 years ago," said the Old Fogy, as he looked up from the magazine he was reading.

"Maybe not," commented the Grouch. "But it goes around fast enough to satisfy a man who has a note to meet and no money to pay it."

"Vamped."

"If you will permit me to say so, you have just had a beautiful caller."

"Yes, a book agent," replied the business man, with a faraway look in his eyes.

"What was she selling?"

"I couldn't tell you to save my life. All I know is that she smiled and I bought."

A Lengthy Program.

"You have a pretty good library."

"Yes," replied the patient man. "I have worked twenty years or so accumulating a lot of books and a place to put 'em. Now I'm going to start in and work another twenty years to provide for enough leisure to enable me to read 'em."

Far-Seeing.

"They have some gazers into the future in the telephone exchange."

"What do you mean?"

"I struck one the other day. She told me the line was busy before I had a chance to ask for it."

EASILY HIS FAULT.

"What in the world made you jilt Reggie?"

"Oh, he got on my nerves, always asking permission to kiss me."

What Makes the World Go Round.

The world moves on, though you may frown,
Or smile in fortune's cup;
For one half's busy turning down
The cranks that will turn up.
—Cartoons Magazine.

A Business View.

She—So papa said yes. Does he favor a long or a short engagement?

Jack Poore—That depends, he says, if he has to support me, the longer the engagement the better.

Not Interested.

"The golfer must keep the eye strictly on the ball."

"That must be why pretty girls don't go in much for golf."

The Proverbe Applied.

"I am tired of giving wedding presents," said Johnson.

"Well, returned his cynical companion, "it is better to give than to receive."

His Attitude.

"You wouldn't sell your vote to both sides, would you?"

"No, but I don't mind letting both candidates promise me a job."

Quite True.

"Pa, what is a peacemaker?"

"He is a man, my child, whose chief success is in precipitating a fight."

Naturally.

"What book in your library is a pronounced favorite with the family?"

"Now that you come to speak of it, I guess it is the dictionary."

Illustrations.

"Trouble never comes single."

"You bet it don't. Last year we had double pneumonia in the family, and this year we had twins."

Made Him Doubt His Judgment.

Friend—What makes you think the new singer won't do? You said her voice was good.

Manager—Well, I did think so at first, but I'm a little doubtful about it now—none of the other singers are jealous of her.

Sentence Passed.

"What's the matter, old man? You look as if you'd been sentenced to hard labor for life."

"I'm afraid I have been. Miss de Millyuns has just refused me."

Too Good to Be True.

"My son," said the elderly sage, "beware the man who says he wants to make you rich."

"But he may be sincere."

"There's not that much sincerity in the world."

A Good Memory.

"How does Scribson get the atmosphere for his stories of rural life?"

"He goes up to an office he uses on the twentieth floor of a skyscraper and thinks about the time when he was a boy on the farm."

Bitter.

"You are acquainted with the plaintiff?" asked the lawyer as a mere matter of form.

"No, sir," replied the unhappy defendant. "I merely lived with that woman seven years as her husband."

Strategy.

"Have you given the new housemaid any instructions?"

"No; and why should I?"

"Huh!"

"If I tell her nothing she's bound to do something I want."

FEEDING CORN TO RATS!!!

Read the Government statistics on the quantity of corn that is destroyed by RATS every year. A great quantity of that which they do not actually eat they render useless by running over it.

Rats are known to carry many kinds of diseases - hog cholera, foot and mouth disease and many others. You run a great risk in feeding to your hogs corn over which rats have been running.

Save your corn, hogs and family by storing your corn in a Securo Metal - Rat proof, fireproof, weather-proof, Corn Crib.

Write for prices and further information.

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Let the Money You Spend EARN YOU INTEREST!

We Propose To Give A Discount Of

5c

ON THE DOLLAR

On All Cash Sales And A Discount of

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ON THE DOLLAR

On All Accounts Settled Every 30 Days.

A few special bargains until further notice:

Good Fat Meat, 27c. Lard, 30c. Cheese, 40c. Prunes, 25c. Soap, 5c. up to 10c.

One thousand pairs of shoes at less than factory price, and many other articles which we want to move to make room for Spring Stock.

HIGHEST MARKET PRICE ALLOWED FOR COUNTRY PRODUCE IN EXCHANGE FOR MERCHANDISE

BROWN & SMITH

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The First National Bank OF LYNCHBURG.

Nice Showing of Suits for Spring

STYLES TO SUIT—

the young man who likes the newest cuts in clothes—the conservative man who is for dignity, the elderly man who has come to the realization that there is nothing like plainness and solid comfort.

Our big values are what hold our old customers and continually make us new ones. You should investigate.

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Long Distance Phone 111
Lynchburg, Va.

A. H. CLEMENT
Attorney-at-Law
Appomattox, Va.
Practice in the courts of Appomattox Buckingham, Campbell and Amherst.

S. L. FERGUSON
Attorney-at-Law
Appomattox, Va.
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Blinds,
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Special Millwork,
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IT will pay you to get our prices before you order

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¶ Printing that will attract attention and put your advertising in a class by itself—printing that contains originality in conception and excellence in its execution—this quality of originality and individuality characterizes all the printed work we turn out.

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